

## Direct Borrowers Caseload as of Sept 30, 2008

| Headquarters Office           | County          | '08 FY     |           |           | '07 FY     |           |           | '06 FY     |           |           | '06-'08 Avg. |             |              |
|-------------------------------|-----------------|------------|-----------|-----------|------------|-----------|-----------|------------|-----------|-----------|--------------|-------------|--------------|
|                               |                 | "B"        | App.      | Lns.      | "B"        | App.      | Lns.      | "B"        | App.      | Lns.      | "B"          | App.        | Lns.         |
| <b>Aitkin - Aitkin</b>        |                 |            |           |           |            |           |           |            |           |           |              |             |              |
| Loan Officers: <u>2</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |              |
|                               | Aitkin          | 88         | 9         | 5         | 77         | 7         | 6         | 77         | 6         | 5         | 80.7         | 7.3         | 5.3          |
|                               | Lake            | 0          | 0         |           | 0          | 0         |           | 0          | 0         |           | 0.0          | 0.0         |              |
|                               | Cook            | 0          | 0         |           | 0          | 0         |           | 0          | 0         |           | 0.0          | 0.0         |              |
|                               | Cass            | 13         | 10        |           | 3          | 1         |           | 3          | 1         |           | 6.3          | 4.0         |              |
|                               | St Louis, South | 12         | 10        |           | 4          | 3         |           | 5          | 4         |           | 7.0          | 5.7         |              |
|                               | Carlton         | 13         | 6         |           | 6          | 4         |           | 12         | 9         |           | 10.3         | 6.3         |              |
|                               | Itasca          | 3          | 3         |           | 6          | 2         |           | 2          | 1         |           | 3.7          | 2.0         |              |
|                               | Crow Wing       | 11         | 9         |           | 10         | 7         |           | 6          | 4         |           | 9.0          | 6.7         |              |
|                               | St Louis, North | 2          | 2         |           | 1          | 0         |           | 2          | 1         |           | 1.7          | 1.0         |              |
|                               |                 | <b>88</b>  | <b>63</b> | <b>45</b> | <b>77</b>  | <b>37</b> | <b>23</b> | <b>77</b>  | <b>36</b> | <b>25</b> | <b>80.7</b>  | <b>45.3</b> | <b>31</b>    |
| <b>Becker - Detroit Lakes</b> |                 |            |           |           |            |           |           |            |           |           |              |             |              |
| Loan Officers: <u>1</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |              |
|                               | Becker          | 94         | 78        | 40        | 86         | 46        | 29        | 84         | 36        | 20        | 88.0         | 53.3        | 29.7         |
|                               | Mahnomen, Sout  | 13         | 9         |           | 10         | 8         |           | 7          | 6         |           | 10.0         | 7.7         |              |
|                               |                 | <b>94</b>  | <b>91</b> | <b>49</b> | <b>86</b>  | <b>56</b> | <b>37</b> | <b>84</b>  | <b>43</b> | <b>26</b> | <b>88</b>    | <b>63.3</b> | <b>37.33</b> |
| <b>Blue Earth - Mankato</b>   |                 |            |           |           |            |           |           |            |           |           |              |             |              |
| Loan Officers: <u>2</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |              |
|                               | Blue Earth      | 89         | 17        | 14        | 75         | 4         | 4         | 78         | 9         | 6         | 80.7         | 10.0        | 8.0          |
|                               | Watonwan        | 8          | 7         |           | 4          | 4         |           | 6          | 5         |           | 6.0          | 5.3         |              |
|                               | Scott           | 1          | 1         |           | 1          | 1         |           | 3          | 3         |           | 1.7          | 1.7         |              |
|                               | Le Sueur        | 6          | 4         |           | 2          | 1         |           | 2          | 2         |           | 3.3          | 2.3         |              |
|                               | Nicollet        | 7          | 7         |           | 5          | 3         |           | 5          | 4         |           | 5.7          | 4.7         |              |
|                               |                 | <b>89</b>  | <b>39</b> | <b>33</b> | <b>75</b>  | <b>16</b> | <b>13</b> | <b>78</b>  | <b>25</b> | <b>20</b> | <b>80.7</b>  | <b>26.7</b> | <b>22</b>    |
| <b>Clay - Moorhead</b>        |                 |            |           |           |            |           |           |            |           |           |              |             |              |
| Loan Officers: <u>3</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |              |
|                               | Clay            | 77         | 28        | 25        | 83         | 35        | 31        | 83         | 20        | 20        | 81.0         | 27.7        | 25.3         |
|                               |                 | <b>77</b>  | <b>28</b> | <b>25</b> | <b>83</b>  | <b>35</b> | <b>31</b> | <b>83</b>  | <b>20</b> | <b>20</b> | <b>81</b>    | <b>27.7</b> | <b>25.33</b> |
| <b>Clearwater - Bagley</b>    |                 |            |           |           |            |           |           |            |           |           |              |             |              |
| Loan Officers: <u>1</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |              |
|                               | Clearwater      | 99         | 28        | 24        | 101        | 20        | 14        | 105        | 12        | 12        | 101.7        | 20.0        | 16.7         |
|                               | Beltrami        | 17         | 9         |           | 9          | 11        |           | 17         | 15        |           | 14.3         | 11.7        |              |
|                               | Koochiching     | 3          | 3         |           | 3          | 3         |           | 2          | 0         |           | 2.7          | 2.0         |              |
|                               |                 | <b>99</b>  | <b>48</b> | <b>36</b> | <b>101</b> | <b>32</b> | <b>28</b> | <b>105</b> | <b>31</b> | <b>27</b> | <b>102</b>   | <b>37</b>   | <b>30.33</b> |
| <b>Douglas - Alexandria</b>   |                 |            |           |           |            |           |           |            |           |           |              |             |              |
| Loan Officers: <u>2</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |              |
|                               | Douglas         | 97         | 28        | 9         | 55         | 21        | 16        | 55         | 17        | 9         | 69.0         | 22.0        | 11.3         |
|                               | Stevens         | 15         | 12        |           | 54         | 9         | 8         | 54         | 8         | 7         | 10.7         | 9.0         |              |
|                               | Traverse        | 13         | 5         |           | 4          | 4         |           | 6          | 6         |           | 7.7          | 5.0         |              |
|                               | Grant           | 8          | 3         |           | 4          | 11        |           | 16         | 13        |           | 9.3          | 9.0         |              |
|                               | Pope            | 9          | 4         |           | 7          | 7         |           | 11         | 9         |           | 9.0          | 6.7         |              |
|                               |                 | <b>97</b>  | <b>73</b> | <b>33</b> | <b>109</b> | <b>45</b> | <b>46</b> | <b>109</b> | <b>58</b> | <b>44</b> | <b>69</b>    | <b>58.7</b> | <b>41</b>    |
| <b>Fillmore - Preston</b>     |                 |            |           |           |            |           |           |            |           |           |              |             |              |
| Loan Officers: <u>2</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |              |
|                               | Fillmore        | 102        | 32        | 19        | 109        | 32        | 30        | 108        | 41        | 35        | 106.3        | 35.0        | 28.0         |
|                               | Houston         | 4          | 1         |           | 1          | 3         |           | 5          | 5         |           | 3.3          | 3.0         |              |
|                               | Mower           | 9          | 6         |           | 10         | 4         |           | 15         | 9         |           | 11.3         | 6.3         |              |
|                               |                 | <b>102</b> | <b>45</b> | <b>26</b> | <b>109</b> | <b>43</b> | <b>37</b> | <b>108</b> | <b>61</b> | <b>49</b> | <b>106</b>   | <b>49.7</b> | <b>37.33</b> |

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| Headquarters Office            | County          | '08 FY     |            |           | '07 FY     |            |           | '06 FY     |            |           | '06-'08 Avg. |             |              |
|--------------------------------|-----------------|------------|------------|-----------|------------|------------|-----------|------------|------------|-----------|--------------|-------------|--------------|
|                                |                 | "B"        | App.       | Lns.      | "B"        | App.       | Lns.      | "B"        | App.       | Lns.      | "B"          | App.        | Lns.         |
| <b>Freeborn - Albert Lea</b>   |                 |            |            |           |            |            |           |            |            |           |              |             |              |
| Loan Officers: <u>2</u>        |                 |            |            |           |            |            |           |            |            |           |              |             |              |
|                                | Freeborn        | 80         | 14         | 11        | 76         | 16         | 13        | 84         | 25         | 23        | 80.0         | 18.3        | 15.7         |
|                                | Waseca          | 10         | 7          |           | 7          | 6          |           | 7          | 6          |           | 8.0          | 6.3         |              |
|                                | Rice            | 4          | 3          |           | 0          | 2          |           | 7          | 5          |           | 3.7          | 3.3         |              |
|                                | Steele          | 11         | 11         |           | 10         | 8          |           | 15         | 14         |           | 12.0         | 11.0        |              |
|                                |                 | <b>80</b>  | <b>39</b>  | <b>32</b> | <b>76</b>  | <b>33</b>  | <b>29</b> | <b>84</b>  | <b>54</b>  | <b>48</b> | <b>80</b>    | <b>42</b>   | <b>36.33</b> |
| <b>Kanabec - Mora</b>          |                 |            |            |           |            |            |           |            |            |           |              |             |              |
| Loan Officers: <u>1</u>        |                 |            |            |           |            |            |           |            |            |           |              |             |              |
|                                | Kanabec         | 79         | 5          | 4         | 55         | 5          | 4         | 56         | 4          | 2         | 63.3         | 4.7         | 3.3          |
|                                | Washington      | 0          | 0          |           | 0          | 0          |           | 1          | 0          |           | 0.3          | 0.0         |              |
|                                | Anoka           | 2          | 1          |           | 2          | 2          |           | 1          | 1          |           | 1.7          | 1.3         |              |
|                                | Pine            | 16         | 13         |           | 4          | 1          |           | 5          | 2          |           | 8.3          | 5.3         |              |
|                                | Chisago         | 3          | 3          |           | 1          | 1          |           | 2          | 2          |           | 2.0          | 2.0         |              |
|                                | Isanti          | 3          | 3          |           | 1          | 1          |           | 3          | 2          |           | 2.3          | 2.0         |              |
|                                | Mille Lacs      | 11         | 10         |           | 9          | 3          |           | 11         | 9          |           | 10.3         | 7.3         |              |
|                                |                 | <b>79</b>  | <b>40</b>  | <b>34</b> | <b>55</b>  | <b>22</b>  | <b>12</b> | <b>56</b>  | <b>27</b>  | <b>18</b> | <b>63.3</b>  | <b>29.7</b> | <b>21.33</b> |
| <b>Kittson - Hallock</b>       |                 |            |            |           |            |            |           |            |            |           |              |             |              |
| Loan Officers: <u>2</u>        |                 |            |            |           |            |            |           |            |            |           |              |             |              |
|                                | Kittson         | 111        | 63         | 49        | 121        | 69         | 64        | 111        | 84         | 82        | 114.3        | 72.0        | 65.0         |
|                                |                 | <b>111</b> | <b>63</b>  | <b>49</b> | <b>121</b> | <b>69</b>  | <b>64</b> | <b>111</b> | <b>84</b>  | <b>82</b> | <b>114</b>   | <b>72</b>   | <b>65</b>    |
| <b>Lyon - Marshall</b>         |                 |            |            |           |            |            |           |            |            |           |              |             |              |
| Loan Officers: <u>2</u>        |                 |            |            |           |            |            |           |            |            |           |              |             |              |
|                                | Lyon            | 84         | 6          | 5         | 93         | 5          | 3         | 100        | 8          | 5         | 92.3         | 6.3         | 4.3          |
|                                | Lincoln         | 12         | 11         |           | 7          | 8          |           | 16         | 9          |           | 11.7         | 9.3         |              |
|                                | Yellow Medicine | 11         | 11         |           | 6          | 2          |           | 12         | 10         |           | 9.7          | 7.7         |              |
|                                |                 | <b>84</b>  | <b>29</b>  | <b>27</b> | <b>93</b>  | <b>18</b>  | <b>13</b> | <b>100</b> | <b>36</b>  | <b>24</b> | <b>92.3</b>  | <b>27.7</b> | <b>21.33</b> |
| <b>Marshall - Warren</b>       |                 |            |            |           |            |            |           |            |            |           |              |             |              |
| Loan Officers: <u>1</u>        |                 |            |            |           |            |            |           |            |            |           |              |             |              |
|                                | Marshall, West  | 144        | 33         | 28        | 155        | 30         | 31        | 149        | 80         | 65        | 149.3        | 47.7        | 41.3         |
|                                |                 | <b>144</b> | <b>33</b>  | <b>28</b> | <b>155</b> | <b>30</b>  | <b>31</b> | <b>149</b> | <b>80</b>  | <b>65</b> | <b>149</b>   | <b>47.7</b> | <b>41.33</b> |
| <b>Martin - Fairmont</b>       |                 |            |            |           |            |            |           |            |            |           |              |             |              |
| Loan Officers: <u>1</u>        |                 |            |            |           |            |            |           |            |            |           |              |             |              |
|                                | Martin          | 94         | 27         | 24        | 90         | 10         | 13        | 88         | 14         | 8         | 90.7         | 17.0        | 15.0         |
|                                | Faribault       | 24         | 17         |           | 16         | 18         |           | 24         | 10         |           | 21.3         | 15.0        |              |
|                                |                 | <b>94</b>  | <b>51</b>  | <b>41</b> | <b>90</b>  | <b>26</b>  | <b>31</b> | <b>88</b>  | <b>38</b>  | <b>18</b> | <b>90.7</b>  | <b>38.3</b> | <b>30</b>    |
| <b>McLeod - Glencoe</b>        |                 |            |            |           |            |            |           |            |            |           |              |             |              |
| Loan Officers: <u>2</u>        |                 |            |            |           |            |            |           |            |            |           |              |             |              |
|                                | McLeod          | 120        | 17         | 9         | 116        | 4          | 6         | 115        | 21         | 10        | 117.0        | 14.0        | 8.3          |
|                                | Sibley          | 34         | 26         |           | 28         | 21         |           | 37         | 27         |           | 33.0         | 24.7        |              |
|                                | Carver          | 8          | 7          |           | 3          | 2          |           | 14         | 6          |           | 8.3          | 5.0         |              |
|                                |                 | <b>120</b> | <b>59</b>  | <b>42</b> | <b>116</b> | <b>35</b>  | <b>29</b> | <b>115</b> | <b>72</b>  | <b>43</b> | <b>117</b>   | <b>55.3</b> | <b>38</b>    |
| <b>Meeker - Litchfield</b>     |                 |            |            |           |            |            |           |            |            |           |              |             |              |
| Loan Officers: <u>2</u>        |                 |            |            |           |            |            |           |            |            |           |              |             |              |
|                                | Meeker          | 105        | 16         | 11        | 66         | 12         | 9         | 65         | 10         | 8         | 78.7         | 12.7        | 9.3          |
|                                | Kandiyohi       | 16         | 15         |           | 42         | 8          | 11        | 38         | 18         | 17        | 14.0         | 14.3        |              |
|                                | Hennepin        | 0          | 0          |           | 0          | 0          |           | 2          | 2          |           | 0.7          | 0.7         |              |
|                                | Wright          | 8          | 7          |           | 10         | 7          |           | 10         | 7          |           | 9.3          | 7.0         |              |
|                                |                 | <b>105</b> | <b>40</b>  | <b>33</b> | <b>108</b> | <b>30</b>  | <b>27</b> | <b>103</b> | <b>40</b>  | <b>34</b> | <b>78.7</b>  | <b>36.7</b> | <b>31.33</b> |
| <b>Morrison - Little Falls</b> |                 |            |            |           |            |            |           |            |            |           |              |             |              |
| Loan Officers: <u>2</u>        |                 |            |            |           |            |            |           |            |            |           |              |             |              |
|                                | Morrison        | 121        | 49         | 21        | 124        | 35         | 23        | 117        | 58         | 28        | 120.7        | 47.3        | 24.0         |
|                                | Todd            | 100        | 56         |           | 67         | 45         |           | 98         | 57         |           | 88.3         | 52.7        |              |
|                                |                 | <b>121</b> | <b>149</b> | <b>77</b> | <b>124</b> | <b>102</b> | <b>68</b> | <b>117</b> | <b>156</b> | <b>85</b> | <b>121</b>   | <b>136</b>  | <b>76.67</b> |

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| Headquarters Office              | County           | '08 FY     |            | '07 FY    |            | '06 FY    |           | '06-'08 Avg. |           |           |             |             |              |
|----------------------------------|------------------|------------|------------|-----------|------------|-----------|-----------|--------------|-----------|-----------|-------------|-------------|--------------|
|                                  |                  | "B"        | App. Lns.  | "B"       | App. Lns.  | "B"       | App. Lns. | "B"          | App. Lns. |           |             |             |              |
| <b>Nobles - Worthington</b>      |                  |            |            |           |            |           |           |              |           |           |             |             |              |
| Loan Officers: <u>4</u>          |                  |            |            |           |            |           |           |              |           |           |             |             |              |
|                                  | Murray           | 19         | 15         | 23        | 15         | 0         | 16        | 12           | 19.3      | 14.0      |             |             |              |
|                                  | Nobles           | 187        | 31         | 24        | 137        | 15        | 15        | 134          | 20        | 14        | 152.7       | 22.0        | 17.7         |
|                                  | Cottonwood       | 16         | 15         |           | 18         | 17        |           | 12           | 9         |           | 15.3        | 13.7        |              |
|                                  | Pipestone        | 18         | 11         |           | 12         | 9         |           | 11           | 9         |           | 13.7        | 9.7         |              |
|                                  | Jackson          | 24         | 18         |           | 14         | 12        |           | 10           | 8         |           | 16.0        | 12.7        |              |
|                                  | Rock             | 16         | 14         |           | 7          | 4         |           | 15           | 9         |           | 12.7        | 9.0         |              |
|                                  |                  | <b>187</b> | <b>124</b> | <b>97</b> | <b>137</b> | <b>89</b> | <b>72</b> | <b>134</b>   | <b>84</b> | <b>61</b> | <b>153</b>  | <b>99</b>   | <b>76.67</b> |
| <b>Norman - Ada</b>              |                  |            |            |           |            |           |           |              |           |           |             |             |              |
| Loan Officers: <u>1</u>          |                  |            |            |           |            |           |           |              |           |           |             |             |              |
|                                  | Norman           | 94         | 20         | 15        | 100        | 11        | 6         | 103          | 7         | 4         | 99.0        | 12.7        | 8.3          |
|                                  | Mahnomen, North  | 2          | 2          |           | 7          | 7         |           | 8            | 6         |           | 5.7         | 5.0         |              |
|                                  |                  | <b>94</b>  | <b>22</b>  | <b>17</b> | <b>100</b> | <b>18</b> | <b>13</b> | <b>103</b>   | <b>15</b> | <b>10</b> | <b>99</b>   | <b>18.3</b> | <b>13.33</b> |
| <b>Olmsted - Rochester</b>       |                  |            |            |           |            |           |           |              |           |           |             |             |              |
| Loan Officers: <u>2</u>          |                  |            |            |           |            |           |           |              |           |           |             |             |              |
|                                  | Olmsted          | 116        | 19         | 10        | 110        | 9         | 6         | 104          | 9         | 9         | 110.0       | 12.3        | 8.3          |
|                                  | Ramsey           | 0          | 0          |           | 0          | 0         |           | 0            | 0         |           | 0.0         | 0.0         |              |
|                                  | Dakota           | 2          | 1          |           | 1          | 1         |           | 3            | 0         |           | 2.0         | 0.7         |              |
|                                  | Goodhue          | 33         | 23         |           | 9          | 10        |           | 9            | 5         |           | 17.0        | 12.7        |              |
|                                  | Dodge            | 8          | 2          |           | 11         | 11        |           | 17           | 15        |           | 12.0        | 9.3         |              |
|                                  | Winona           | 27         | 21         |           | 12         | 9         |           | 20           | 19        |           | 19.7        | 16.3        |              |
|                                  | Wabasha          | 19         | 15         |           | 12         | 9         |           | 13           | 10        |           | 14.7        | 11.3        |              |
|                                  |                  | <b>116</b> | <b>108</b> | <b>72</b> | <b>110</b> | <b>54</b> | <b>46</b> | <b>104</b>   | <b>71</b> | <b>58</b> | <b>110</b>  | <b>77.7</b> | <b>58.67</b> |
| <b>Otter Tail, West - Fergus</b> |                  |            |            |           |            |           |           |              |           |           |             |             |              |
| Loan Officers: <u>2</u>          |                  |            |            |           |            |           |           |              |           |           |             |             |              |
|                                  | Ottertail, West  | 91         | 29         | 24        | 104        | 20        | 14        | 111          | 31        | 24        | 102.0       | 26.7        | 20.7         |
|                                  | Wilkin           | 15         | 14         |           | 14         | 13        |           | 24           | 16        |           | 17.7        | 14.3        |              |
|                                  |                  | <b>91</b>  | <b>44</b>  | <b>38</b> | <b>104</b> | <b>34</b> | <b>27</b> | <b>111</b>   | <b>55</b> | <b>40</b> | <b>102</b>  | <b>44.3</b> | <b>35</b>    |
| <b>Pennington - Thief River</b>  |                  |            |            |           |            |           |           |              |           |           |             |             |              |
| Loan Officers: <u>1</u>          |                  |            |            |           |            |           |           |              |           |           |             |             |              |
|                                  | Pennington       | 95         | 21         | 18        | 102        | 22        | 21        | 100          | 21        | 16        | 99.0        | 21.3        | 18.3         |
|                                  | Marshall, East   | 10         | 9          |           | 6          | 5         |           | 17           | 15        |           | 11.0        | 9.7         |              |
|                                  |                  | <b>95</b>  | <b>31</b>  | <b>27</b> | <b>102</b> | <b>28</b> | <b>26</b> | <b>100</b>   | <b>38</b> | <b>31</b> | <b>99</b>   | <b>32.3</b> | <b>28</b>    |
| <b>Polk, East - McIntosh</b>     |                  |            |            |           |            |           |           |              |           |           |             |             |              |
| Loan Officers: <u>2</u>          |                  |            |            |           |            |           |           |              |           |           |             |             |              |
|                                  | Polk, East       | 69         | 23         | 21        | 80         | 39        | 22        | 84           | 19        | 12        | 77.7        | 27.0        | 18.3         |
|                                  | Red Lake         | 2          | 2          |           | 4          | 3         |           | 3            | 1         |           | 3.0         | 2.0         |              |
|                                  |                  | <b>69</b>  | <b>25</b>  | <b>23</b> | <b>80</b>  | <b>43</b> | <b>25</b> | <b>84</b>    | <b>22</b> | <b>13</b> | <b>77.7</b> | <b>30</b>   | <b>20.33</b> |
| <b>Polk, West - Crookston</b>    |                  |            |            |           |            |           |           |              |           |           |             |             |              |
| Loan Officers: <u>2</u>          |                  |            |            |           |            |           |           |              |           |           |             |             |              |
|                                  | Polk, West       | 82         | 21         | 17        | 101        | 25        | 14        | 114          | 49        | 42        | 99.0        | 31.7        | 24.3         |
|                                  |                  | <b>82</b>  | <b>21</b>  | <b>17</b> | <b>101</b> | <b>25</b> | <b>14</b> | <b>114</b>   | <b>49</b> | <b>42</b> | <b>99</b>   | <b>31.7</b> | <b>24.33</b> |
| <b>Redwood - Redwood Fall</b>    |                  |            |            |           |            |           |           |              |           |           |             |             |              |
| Loan Officers: <u>3</u>          |                  |            |            |           |            |           |           |              |           |           |             |             |              |
|                                  | Redwood          | 106        | 13         | 9         | 111        | 8         | 9         | 116          | 14        | 12        | 111.0       | 11.7        | 10.0         |
|                                  | Renville         | 16         | 13         |           | 45         | 7         | 4         | 44           | 16        | 8         | 13.0        | 8.3         |              |
|                                  | Brown            | 13         | 11         |           | 9          | 7         |           | 11           | 9         |           | 11.0        | 9.0         |              |
|                                  |                  | <b>106</b> | <b>42</b>  | <b>33</b> | <b>156</b> | <b>24</b> | <b>20</b> | <b>160</b>   | <b>41</b> | <b>29</b> | <b>111</b>  | <b>35.7</b> | <b>27.33</b> |
| <b>Roseau - Roseau</b>           |                  |            |            |           |            |           |           |              |           |           |             |             |              |
| Loan Officers: <u>2</u>          |                  |            |            |           |            |           |           |              |           |           |             |             |              |
|                                  | Roseau           | 92         | 67         | 49        | 83         | 26        | 25        | 82           | 25        | 21        | 85.7        | 39.3        | 31.7         |
|                                  | Lake of the Wood | 7          | 3          |           | 4          | 0         |           | 4            | 2         |           | 5.0         | 1.7         |              |
|                                  |                  | <b>92</b>  | <b>74</b>  | <b>52</b> | <b>83</b>  | <b>30</b> | <b>25</b> | <b>82</b>    | <b>29</b> | <b>23</b> | <b>85.7</b> | <b>44.3</b> | <b>33.33</b> |

## Direct Borrowers Caseload as of Sept 30, 2008

| Headquarters Office         | County          | '08 FY     |           |           | '07 FY     |           |           | '06 FY     |           |           | '06-'08 Avg. |             |              |
|-----------------------------|-----------------|------------|-----------|-----------|------------|-----------|-----------|------------|-----------|-----------|--------------|-------------|--------------|
|                             |                 | "B"        | App.      | Lns.      | "B"        | App.      | Lns.      | "B"        | App.      | Lns.      | "B"          | App.        | Lns.         |
| <b>Stearns - Waite Park</b> |                 |            |           |           |            |           |           |            |           |           |              |             |              |
| Loan Officers: <u>4</u>     |                 |            |           |           |            |           |           |            |           |           |              |             |              |
|                             | Stearns         | 132        | 54        | 44        | 149        | 53        | 35        | 141        | 56        | 41        | 140.7        | 54.3        | 40.0         |
|                             | Benton          | 20         | 15        |           | 8          | 7         |           | 15         | 8         |           | 14.3         | 10.0        |              |
|                             | Sherburne       | 1          | 1         |           | 1          | 1         |           | 2          | 1         |           | 1.3          | 1.0         |              |
|                             |                 | <b>132</b> | <b>75</b> | <b>60</b> | <b>149</b> | <b>62</b> | <b>43</b> | <b>141</b> | <b>73</b> | <b>50</b> | <b>141</b>   | <b>70</b>   | <b>51</b>    |
| <b>Swift - Benson</b>       |                 |            |           |           |            |           |           |            |           |           |              |             |              |
| Loan Officers: <u>3</u>     |                 |            |           |           |            |           |           |            |           |           |              |             |              |
|                             | Swift           | 146        | 20        | 13        | 170        | 12        | 11        | 172        | 5         | 5         | 162.7        | 12.3        | 9.7          |
|                             | Chippewa        | 6          | 5         |           | 12         | 17        |           | 13         | 12        |           | 10.3         | 11.3        |              |
|                             | Big Stone       | 8          | 3         |           | 2          | 0         |           | 1          | 1         |           | 3.7          | 1.3         |              |
|                             | Lac Qui Parle   | 8          | 6         |           | 10         | 6         |           | 16         | 12        |           | 11.3         | 8.0         |              |
|                             |                 | <b>146</b> | <b>42</b> | <b>27</b> | <b>170</b> | <b>36</b> | <b>34</b> | <b>172</b> | <b>35</b> | <b>30</b> | <b>163</b>   | <b>37.7</b> | <b>30.33</b> |
| <b>Wadena - Wadena</b>      |                 |            |           |           |            |           |           |            |           |           |              |             |              |
| Loan Officers: <u>2</u>     |                 |            |           |           |            |           |           |            |           |           |              |             |              |
|                             | Wadena          | 105        | 35        | 23        | 106        | 18        | 11        | 94         | 14        | 11        | 101.7        | 22.3        | 15.0         |
|                             | Ottertail, East | 42         | 22        |           | 40         | 38        |           | 43         | 28        |           | 41.7         | 29.3        |              |
|                             | Hubbard         | 4          | 4         |           | 5          | 2         |           | 0          | 0         |           | 3.0          | 2.0         |              |
|                             |                 | <b>105</b> | <b>81</b> | <b>49</b> | <b>106</b> | <b>63</b> | <b>51</b> | <b>94</b>  | <b>57</b> | <b>39</b> | <b>102</b>   | <b>67</b>   | <b>46.33</b> |

# Guaranteed Borrowers Caseload as of Sept 30, 2008

| Headquarters Office           | County          | '08 FY     |           |           | '07 FY     |           |           | '06 FY     |           |           | '06-'08 Avg. |             |             |
|-------------------------------|-----------------|------------|-----------|-----------|------------|-----------|-----------|------------|-----------|-----------|--------------|-------------|-------------|
|                               |                 | "B"        | App.      | Lns.      | "B"        | App.      | Lns.      | "B"        | App.      | Lns.      | "B"          | App.        | Lns.        |
| <b>Aitkin - Aitkin</b>        |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>2</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                               | Aitkin          | 2          | 0         | 0         | 3          | 1         | 1         | 3          | 0         | 0         | 2.7          | 0.3         | 0.3         |
|                               | Carlton         | 4          | 6         | 2         | 2          | 0         | 0         | 2          | 3         | 3         | 2.7          | 3.0         | 1.7         |
|                               | Cass            | 9          | 4         | 4         | 8          | 2         | 1         | 8          | 4         | 3         | 8.3          | 3.3         | 2.7         |
|                               | Cook            | 0          | 0         | 0         | 0          | 0         | 0         | 0          | 0         | 0         | 0.0          | 0.0         | 0.0         |
|                               | Crow Wing       | 2          | 0         | 0         | 2          | 0         | 0         | 3          | 0         | 0         | 2.3          | 0.0         | 0.0         |
|                               | Itasca          | 4          | 0         | 0         | 4          | 0         | 0         | 4          | 0         | 0         | 4.0          | 0.0         | 0.0         |
|                               | Lake            | 0          | 0         | 0         | 0          | 0         | 0         | 0          | 0         | 0         | 0.0          | 0.0         | 0.0         |
|                               | St Louis, North | 0          | 0         | 0         | 0          | 0         | 0         | 0          | 1         | 0         | 0.0          | 0.3         | 0.0         |
|                               | St Louis, South | 1          | 0         | 0         | 2          | 0         | 0         | 2          | 0         | 0         | 1.7          | 0.0         | 0.0         |
|                               |                 | <b>22</b>  | <b>10</b> | <b>6</b>  | <b>21</b>  | <b>3</b>  | <b>2</b>  | <b>22</b>  | <b>8</b>  | <b>6</b>  | <b>21.7</b>  | <b>7</b>    | <b>4.67</b> |
| <b>Becker - Detroit Lakes</b> |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>1</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                               | Becker          | 16         | 9         | 6         | 18         | 8         | 5         | 22         | 4         | 4         | 18.7         | 7.0         | 5.0         |
|                               | Mahnomen, Sout  | 10         | 11        | 6         | 10         | 1         | 1         | 10         | 4         | 4         | 10.0         | 5.3         | 3.7         |
|                               |                 | <b>26</b>  | <b>20</b> | <b>12</b> | <b>28</b>  | <b>9</b>  | <b>6</b>  | <b>32</b>  | <b>8</b>  | <b>8</b>  | <b>28.7</b>  | <b>12.3</b> | <b>8.67</b> |
| <b>Blue Earth - Mankato</b>   |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>2</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                               | Blue Earth      | 39         | 9         | 8         | 39         | 6         | 8         | 40         | 10        | 9         | 39.3         | 8.3         | 8.3         |
|                               | Le Sueur        | 10         | 6         | 5         | 9          | 7         | 3         | 7          | 1         | 0         | 8.7          | 4.7         | 2.7         |
|                               | Nicollet        | 27         | 4         | 3         | 30         | 7         | 6         | 34         | 5         | 4         | 30.3         | 5.3         | 4.3         |
|                               | Scott           | 2          | 4         | 2         | 1          | 6         | 3         | 2          | 4         | 3         | 1.7          | 4.7         | 2.7         |
|                               | Watonwan        | 39         | 14        | 7         | 38         | 8         | 10        | 39         | 16        | 13        | 38.7         | 12.7        | 10.0        |
|                               |                 | <b>117</b> | <b>37</b> | <b>25</b> | <b>117</b> | <b>34</b> | <b>30</b> | <b>122</b> | <b>36</b> | <b>29</b> | <b>119</b>   | <b>35.7</b> | <b>28</b>   |
| <b>Clay - Moorhead</b>        |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>3</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                               | Clay            | 23         | 2         | 2         | 28         | 8         | 10        | 31         | 8         | 6         | 27.3         | 6.0         | 6.0         |
|                               |                 | <b>23</b>  | <b>2</b>  | <b>2</b>  | <b>28</b>  | <b>8</b>  | <b>10</b> | <b>31</b>  | <b>8</b>  | <b>6</b>  | <b>27.3</b>  | <b>6</b>    | <b>6</b>    |
| <b>Clearwater - Bagley</b>    |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>1</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                               | Beltrami        | 16         | 13        | 11        | 16         | 14        | 14        | 14         | 12        | 12        | 15.3         | 13.0        | 12.3        |
|                               | Clearwater      | 11         | 5         | 5         | 10         | 11        | 11        | 10         | 7         | 7         | 10.3         | 7.7         | 7.7         |
|                               | Koochiching     | 3          | 0         | 0         | 3          | 0         | 0         | 3          | 0         | 0         | 3.0          | 0.0         | 0.0         |
|                               |                 | <b>30</b>  | <b>18</b> | <b>16</b> | <b>29</b>  | <b>25</b> | <b>25</b> | <b>27</b>  | <b>19</b> | <b>19</b> | <b>28.7</b>  | <b>20.7</b> | <b>20</b>   |
| <b>Douglas - Alexandria</b>   |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>2</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                               | Douglas         | 4          | 1         | 0         | 4          | 2         | 4         | 7          | 3         | 3         | 5.0          | 2.0         | 2.3         |
|                               | Grant           | 14         | 14        | 13        | 12         | 6         | 5         | 12         | 15        | 11        | 12.7         | 11.7        | 9.7         |
|                               | Pope            | 9          | 6         | 2         | 15         | 2         | 2         | 16         | 7         | 5         | 13.3         | 5.0         | 3.0         |
|                               | Stevens         | 10         | 5         | 1         | 15         | 1         | 1         | 16         | 0         | 0         | 13.7         | 2.0         | 0.7         |
|                               | Traverse        | 13         | 0         | 0         | 16         | 4         | 4         | 19         | 7         | 5         | 16.0         | 3.7         | 3.0         |
|                               |                 | <b>50</b>  | <b>26</b> | <b>16</b> | <b>62</b>  | <b>15</b> | <b>16</b> | <b>70</b>  | <b>32</b> | <b>24</b> | <b>60.7</b>  | <b>24.3</b> | <b>18.7</b> |
| <b>Fillmore - Preston</b>     |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>2</u>       |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                               | Fillmore        | 37         | 4         | 3         | 40         | 14        | 13        | 39         | 14        | 11        | 38.7         | 10.7        | 9.0         |
|                               | Houston         | 7          | 4         | 3         | 7          | 1         | 1         | 7          | 3         | 3         | 7.0          | 2.7         | 2.3         |
|                               | Mower           | 30         | 5         | 3         | 35         | 3         | 2         | 38         | 10        | 10        | 34.3         | 6.0         | 5.0         |
|                               |                 | <b>74</b>  | <b>13</b> | <b>9</b>  | <b>82</b>  | <b>18</b> | <b>16</b> | <b>84</b>  | <b>27</b> | <b>24</b> | <b>80</b>    | <b>19.3</b> | <b>16.3</b> |

# Guaranteed Borrowers Caseload as of Sept 30, 2008

| Headquarters Office            | County          | '08 FY    |           |           | '07 FY    |           |           | '06 FY    |           |           | '06-'08 Avg. |             |             |
|--------------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------------|-------------|-------------|
|                                |                 | "B"       | App.      | Lns.      | "B"       | App.      | Lns.      | "B"       | App.      | Lns.      | "B"          | App.        | Lns.        |
| <b>Freeborn - Albert Lea</b>   |                 |           |           |           |           |           |           |           |           |           |              |             |             |
| Loan Officers: <u>2</u>        |                 |           |           |           |           |           |           |           |           |           |              |             |             |
|                                | Freeborn        | 27        | 1         | 1         | 30        | 6         | 8         | 31        | 11        | 10        | 29.3         | 6.0         | 6.3         |
|                                | Rice            | 10        | 2         | 2         | 11        | 1         | 1         | 12        | 1         | 1         | 11.0         | 1.3         | 1.3         |
|                                | Steele          | 15        | 0         | 0         | 16        | 3         | 3         | 16        | 2         | 2         | 15.7         | 1.7         | 1.7         |
|                                | Waseca          | 8         | 2         | 1         | 7         | 2         | 2         | 9         | 0         | 0         | 8.0          | 1.3         | 1.0         |
|                                |                 | <b>60</b> | <b>5</b>  | <b>4</b>  | <b>64</b> | <b>12</b> | <b>14</b> | <b>68</b> | <b>14</b> | <b>13</b> | <b>64</b>    | <b>10.3</b> | <b>10.3</b> |
| <b>Kanabec - Mora</b>          |                 |           |           |           |           |           |           |           |           |           |              |             |             |
| Loan Officers: <u>1</u>        |                 |           |           |           |           |           |           |           |           |           |              |             |             |
|                                | Anoka           | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0.0          | 0.0         | 0.0         |
|                                | Chisago         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0.0          | 0.0         | 0.0         |
|                                | Isanti          | 3         | 2         | 2         | 1         | 0         | 0         | 2         | 0         | 0         | 2.0          | 0.7         | 0.7         |
|                                | Kanabec         | 4         | 0         | 0         | 6         | 7         | 5         | 4         | 0         | 0         | 4.7          | 2.3         | 1.7         |
|                                | Mille Lacs      | 6         | 1         | 1         | 8         | 0         | 0         | 8         | 1         | 1         | 7.3          | 0.7         | 0.7         |
|                                | Pine            | 6         | 2         | 2         | 6         | 0         | 0         | 7         | 4         | 3         | 6.3          | 2.0         | 1.7         |
|                                | Washington      | 0         | 1         | 1         | 0         | 1         | 1         | 0         | 0         | 0         | 0.0          | 0.7         | 0.7         |
|                                |                 | <b>19</b> | <b>6</b>  | <b>6</b>  | <b>21</b> | <b>8</b>  | <b>6</b>  | <b>21</b> | <b>5</b>  | <b>4</b>  | <b>20.3</b>  | <b>6.33</b> | <b>5.33</b> |
| <b>Kittson - Hallock</b>       |                 |           |           |           |           |           |           |           |           |           |              |             |             |
| Loan Officers: <u>2</u>        |                 |           |           |           |           |           |           |           |           |           |              |             |             |
|                                | Kittson         | 66        | 68        | 35        | 53        | 18        | 16        | 55        | 40        | 36        | 58.0         | 42.0        | 29.0        |
|                                |                 | <b>66</b> | <b>68</b> | <b>35</b> | <b>53</b> | <b>18</b> | <b>16</b> | <b>55</b> | <b>40</b> | <b>36</b> | <b>58</b>    | <b>42</b>   | <b>29</b>   |
| <b>Lyon - Marshall</b>         |                 |           |           |           |           |           |           |           |           |           |              |             |             |
| Loan Officers: <u>2</u>        |                 |           |           |           |           |           |           |           |           |           |              |             |             |
|                                | Lincoln         | 9         | 3         | 3         | 12        | 4         | 4         | 13        | 9         | 5         | 11.3         | 5.3         | 4.0         |
|                                | Lyon            | 24        | 6         | 4         | 28        | 13        | 10        | 30        | 16        | 7         | 27.3         | 11.7        | 7.0         |
|                                | Yellow Medicine | 36        | 24        | 15        | 33        | 3         | 5         | 43        | 13        | 10        | 37.3         | 13.3        | 10.0        |
|                                |                 | <b>69</b> | <b>33</b> | <b>22</b> | <b>73</b> | <b>20</b> | <b>19</b> | <b>86</b> | <b>38</b> | <b>22</b> | <b>76</b>    | <b>30.3</b> | <b>21</b>   |
| <b>Marshall - Warren</b>       |                 |           |           |           |           |           |           |           |           |           |              |             |             |
| Loan Officers: <u>1</u>        |                 |           |           |           |           |           |           |           |           |           |              |             |             |
|                                | Marshall, West  | 71        | 14        | 13        | 84        | 33        | 33        | 85        | 46        | 55        | 80.0         | 31.0        | 33.7        |
|                                |                 | <b>71</b> | <b>14</b> | <b>13</b> | <b>84</b> | <b>33</b> | <b>33</b> | <b>85</b> | <b>46</b> | <b>55</b> | <b>80</b>    | <b>31</b>   | <b>33.7</b> |
| <b>Martin - Fairmont</b>       |                 |           |           |           |           |           |           |           |           |           |              |             |             |
| Loan Officers: <u>1</u>        |                 |           |           |           |           |           |           |           |           |           |              |             |             |
|                                | Faribault       | 48        | 10        | 10        | 49        | 5         | 3         | 53        | 14        | 20        | 50.0         | 9.7         | 11.0        |
|                                | Martin          | 23        | 5         | 5         | 28        | 1         | 1         | 31        | 6         | 8         | 27.3         | 4.0         | 4.7         |
|                                |                 | <b>71</b> | <b>15</b> | <b>15</b> | <b>77</b> | <b>6</b>  | <b>4</b>  | <b>84</b> | <b>20</b> | <b>28</b> | <b>77.3</b>  | <b>13.7</b> | <b>15.7</b> |
| <b>McLeod - Glencoe</b>        |                 |           |           |           |           |           |           |           |           |           |              |             |             |
| Loan Officers: <u>2</u>        |                 |           |           |           |           |           |           |           |           |           |              |             |             |
|                                | Carver          | 13        | 2         | 0         | 18        | 1         | 2         | 18        | 7         | 7         | 16.3         | 3.3         | 3.0         |
|                                | McLeod          | 35        | 7         | 6         | 36        | 5         | 7         | 35        | 21        | 13        | 35.3         | 11.0        | 8.7         |
|                                | Sibley          | 43        | 7         | 6         | 44        | 12        | 10        | 41        | 12        | 11        | 42.7         | 10.3        | 9.0         |
|                                |                 | <b>91</b> | <b>16</b> | <b>12</b> | <b>98</b> | <b>18</b> | <b>19</b> | <b>94</b> | <b>40</b> | <b>31</b> | <b>94.3</b>  | <b>24.7</b> | <b>20.7</b> |
| <b>Meeker - Litchfield</b>     |                 |           |           |           |           |           |           |           |           |           |              |             |             |
| Loan Officers: <u>2</u>        |                 |           |           |           |           |           |           |           |           |           |              |             |             |
|                                | Hennepin        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0.0          | 0.0         | 0.0         |
|                                | Kandiyohi       | 36        | 13        | 10        | 37        | 1         | 1         | 38        | 11        | 12        | 37.0         | 8.3         | 7.7         |
|                                | Meeker          | 29        | 6         | 4         | 27        | 10        | 4         | 30        | 7         | 13        | 28.7         | 7.7         | 7.0         |
|                                | Wright          | 8         | 2         | 1         | 10        | 2         | 2         | 10        | 1         | 1         | 9.3          | 1.7         | 1.3         |
|                                |                 | <b>73</b> | <b>21</b> | <b>15</b> | <b>74</b> | <b>13</b> | <b>7</b>  | <b>78</b> | <b>19</b> | <b>26</b> | <b>75</b>    | <b>17.7</b> | <b>16</b>   |
| <b>Morrison - Little Falls</b> |                 |           |           |           |           |           |           |           |           |           |              |             |             |
| Loan Officers: <u>2</u>        |                 |           |           |           |           |           |           |           |           |           |              |             |             |
|                                | Morrison        | 13        | 3         | 1         | 15        | 4         | 0         | 17        | 9         | 6         | 15.0         | 5.3         | 2.3         |
|                                | Todd            | 21        | 12        | 10        | 19        | 0         | 1         | 20        | 3         | 2         | 20.0         | 5.0         | 4.3         |
|                                |                 | <b>34</b> | <b>15</b> | <b>11</b> | <b>34</b> | <b>4</b>  | <b>1</b>  | <b>37</b> | <b>12</b> | <b>8</b>  | <b>35</b>    | <b>10.3</b> | <b>6.67</b> |

# Guaranteed Borrowers Caseload as of Sept 30, 2008

| Headquarters Office              | County          | '08 FY     |           |           | '07 FY     |           |           | '06 FY     |           |           | '06-'08 Avg. |             |             |
|----------------------------------|-----------------|------------|-----------|-----------|------------|-----------|-----------|------------|-----------|-----------|--------------|-------------|-------------|
|                                  |                 | "B"        | App.      | Lns.      | "B"        | App.      | Lns.      | "B"        | App.      | Lns.      | "B"          | App.        | Lns.        |
| <b>Nobles - Worthington</b>      |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>4</u>          |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                                  | Cottonwood      | 23         | 6         | 4         | 27         | 10        | 5         | 31         | 0         | 0         | 27.0         | 5.3         | 3.0         |
|                                  | Jackson         | 16         | 6         | 4         | 18         | 8         | 5         | 21         | 7         | 5         | 18.3         | 7.0         | 4.7         |
|                                  | Murray          | 41         | 8         | 7         | 48         | 4         | 4         | 58         | 7         | 6         | 49.0         | 6.3         | 5.7         |
|                                  | Nobles          | 24         | 6         | 4         | 30         | 10        | 9         | 32         | 14        | 14        | 28.7         | 10.0        | 9.0         |
|                                  | Pipestone       | 23         | 1         | 1         | 25         | 0         | 0         | 26         | 6         | 6         | 24.7         | 2.3         | 2.3         |
|                                  | Rock            | 22         | 3         | 1         | 26         | 5         | 3         | 28         | 8         | 7         | 25.3         | 5.3         | 3.7         |
|                                  |                 | <b>149</b> | <b>30</b> | <b>21</b> | <b>174</b> | <b>37</b> | <b>26</b> | <b>196</b> | <b>42</b> | <b>38</b> | <b>173</b>   | <b>36.3</b> | <b>28.3</b> |
| <b>Norman - Ada</b>              |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>1</u>          |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                                  | Mahnomen, Nort  | 12         | 19        | 12        | 10         | 8         | 6         | 10         | 3         | 4         | 10.7         | 10.0        | 7.3         |
|                                  | Norman          | 32         | 21        | 21        | 35         | 8         | 8         | 37         | 25        | 20        | 34.7         | 18.0        | 16.3        |
|                                  |                 | <b>44</b>  | <b>40</b> | <b>33</b> | <b>45</b>  | <b>16</b> | <b>14</b> | <b>47</b>  | <b>28</b> | <b>24</b> | <b>45.3</b>  | <b>28</b>   | <b>23.7</b> |
| <b>Olmsted - Rochester</b>       |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>2</u>          |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                                  | Dakota          | 7          | 1         | 1         | 8          | 0         | 0         | 8          | 2         | 3         | 7.7          | 1.0         | 1.3         |
|                                  | Dodge           | 13         | 3         | 5         | 12         | 4         | 2         | 15         | 5         | 5         | 13.3         | 4.0         | 4.0         |
|                                  | Goodhue         | 35         | 7         | 6         | 36         | 9         | 8         | 36         | 14        | 12        | 35.7         | 10.0        | 8.7         |
|                                  | Olmsted         | 14         | 4         | 3         | 15         | 2         | 2         | 18         | 9         | 10        | 15.7         | 5.0         | 5.0         |
|                                  | Ramsey          | 0          | 0         | 0         | 0          | 0         | 0         | 0          | 0         | 0         | 0.0          | 0.0         | 0.0         |
|                                  | Wabasha         | 20         | 5         | 4         | 19         | 3         | 3         | 19         | 6         | 6         | 19.3         | 4.7         | 4.3         |
|                                  | Winona          | 18         | 12        | 8         | 16         | 10        | 10        | 16         | 6         | 8         | 16.7         | 9.3         | 8.7         |
|                                  |                 | <b>107</b> | <b>32</b> | <b>27</b> | <b>106</b> | <b>28</b> | <b>25</b> | <b>112</b> | <b>42</b> | <b>44</b> | <b>108</b>   | <b>34</b>   | <b>32</b>   |
| <b>Otter Tail, West - Fergus</b> |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>2</u>          |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                                  | Ottertail, West | 21         | 3         | 3         | 24         | 5         | 4         | 28         | 12        | 12        | 24.3         | 6.7         | 6.3         |
|                                  | Wilkin          | 26         | 10        | 10        | 27         | 7         | 9         | 28         | 22        | 21        | 27.0         | 13.0        | 13.3        |
|                                  |                 | <b>47</b>  | <b>13</b> | <b>13</b> | <b>51</b>  | <b>12</b> | <b>13</b> | <b>56</b>  | <b>34</b> | <b>33</b> | <b>51.3</b>  | <b>19.7</b> | <b>19.7</b> |
| <b>Pennington - Thief River</b>  |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>1</u>          |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                                  | Marshall, East  | 9          | 2         | 2         | 11         | 3         | 3         | 12         | 3         | 3         | 10.7         | 2.7         | 2.7         |
|                                  | Pennington      | 13         | 1         | 1         | 13         | 7         | 7         | 14         | 2         | 2         | 13.3         | 3.3         | 3.3         |
|                                  |                 | <b>22</b>  | <b>3</b>  | <b>3</b>  | <b>24</b>  | <b>10</b> | <b>10</b> | <b>26</b>  | <b>5</b>  | <b>5</b>  | <b>24</b>    | <b>6</b>    | <b>6</b>    |
| <b>Polk, East - McIntosh</b>     |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>2</u>          |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                                  | Polk, East      | 32         | 18        | 14        | 33         | 20        | 17        | 34         | 14        | 16        | 33.0         | 17.3        | 15.7        |
|                                  | Red Lake        | 13         | 3         | 1         | 12         | 9         | 9         | 10         | 2         | 1         | 11.7         | 4.7         | 3.7         |
|                                  |                 | <b>45</b>  | <b>21</b> | <b>15</b> | <b>45</b>  | <b>29</b> | <b>26</b> | <b>44</b>  | <b>16</b> | <b>17</b> | <b>44.7</b>  | <b>22</b>   | <b>19.3</b> |
| <b>Polk, West - Crookston</b>    |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>2</u>          |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                                  | Polk, West      | 90         | 36        | 27        | 100        | 36        | 33        | 98         | 46        | 40        | 96.0         | 39.3        | 33.3        |
|                                  |                 | <b>90</b>  | <b>36</b> | <b>27</b> | <b>100</b> | <b>36</b> | <b>33</b> | <b>98</b>  | <b>46</b> | <b>40</b> | <b>96</b>    | <b>39.3</b> | <b>33.3</b> |
| <b>Redwood - Redwood Fall</b>    |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>3</u>          |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                                  | Brown           | 28         | 3         | 2         | 32         | 4         | 5         | 36         | 9         | 8         | 32.0         | 5.3         | 5.0         |
|                                  | Redwood         | 55         | 19        | 18        | 55         | 19        | 16        | 55         | 8         | 7         | 55.0         | 15.3        | 13.7        |
|                                  | Renville        | 48         | 13        | 11        | 50         | 13        | 13        | 52         | 14        | 13        | 50.0         | 13.3        | 12.3        |
|                                  |                 | <b>131</b> | <b>35</b> | <b>31</b> | <b>137</b> | <b>36</b> | <b>34</b> | <b>143</b> | <b>31</b> | <b>28</b> | <b>137</b>   | <b>34</b>   | <b>31</b>   |
| <b>Roseau - Roseau</b>           |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>2</u>          |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                                  | Lake of the Woo | 1          | 0         | 0         | 2          | 0         | 0         | 2          | 0         | 0         | 1.7          | 0.0         | 0.0         |
|                                  | Roseau          | 38         | 17        | 17        | 38         | 21        | 21        | 34         | 11        | 11        | 36.7         | 16.3        | 16.3        |
|                                  |                 | <b>39</b>  | <b>17</b> | <b>17</b> | <b>40</b>  | <b>21</b> | <b>21</b> | <b>36</b>  | <b>11</b> | <b>11</b> | <b>38.3</b>  | <b>16.3</b> | <b>16.3</b> |

## Guaranteed Borrowers Caseload as of Sept 30, 2008

| Headquarters Office         | County          | '08 FY     |           |           | '07 FY     |           |           | '06 FY     |           |           | '06-'08 Avg. |             |             |
|-----------------------------|-----------------|------------|-----------|-----------|------------|-----------|-----------|------------|-----------|-----------|--------------|-------------|-------------|
|                             |                 | "B"        | App.      | Lns.      | "B"        | App.      | Lns.      | "B"        | App.      | Lns.      | "B"          | App.        | Lns.        |
| <b>Stearns - Waite Park</b> |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>4</u>     |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                             | Benton          | 6          | 2         | 2         | 8          | 2         | 0         | 10         | 3         | 2         | 8.0          | 2.3         | 1.3         |
|                             | Sherburne       | 2          | 1         | 1         | 1          | 0         | 0         | 1          | 0         | 0         | 1.3          | 0.3         | 0.3         |
|                             | Stearns         | 43         | 10        | 10        | 42         | 7         | 10        | 42         | 17        | 16        | 42.3         | 11.3        | 12.0        |
|                             |                 | <b>51</b>  | <b>13</b> | <b>13</b> | <b>51</b>  | <b>9</b>  | <b>10</b> | <b>53</b>  | <b>20</b> | <b>18</b> | <b>51.7</b>  | <b>14</b>   | <b>13.7</b> |
| <b>Swift - Benson</b>       |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>3</u>     |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                             | Big Stone       | 7          | 1         | 1         | 10         | 1         | 0         | 11         | 7         | 7         | 9.3          | 3.0         | 2.7         |
|                             | Chippewa        | 50         | 7         | 3         | 51         | 5         | 4         | 55         | 10        | 12        | 52.0         | 7.3         | 6.3         |
|                             | Lac Qui Parle   | 48         | 11        | 9         | 53         | 8         | 8         | 60         | 7         | 7         | 53.7         | 8.7         | 8.0         |
|                             | Swift           | 29         | 12        | 8         | 32         | 3         | 3         | 37         | 5         | 5         | 32.7         | 6.7         | 5.3         |
|                             |                 | <b>134</b> | <b>31</b> | <b>21</b> | <b>146</b> | <b>17</b> | <b>15</b> | <b>163</b> | <b>29</b> | <b>31</b> | <b>148</b>   | <b>25.7</b> | <b>22.3</b> |
| <b>Wadena - Wadena</b>      |                 |            |           |           |            |           |           |            |           |           |              |             |             |
| Loan Officers: <u>2</u>     |                 |            |           |           |            |           |           |            |           |           |              |             |             |
|                             | Hubbard         | 2          | 2         | 1         | 1          | 1         | 1         | 1          | 0         | 0         | 1.3          | 1.0         | 0.7         |
|                             | Ottertail, East | 35         | 16        | 9         | 35         | 21        | 16        | 39         | 10        | 7         | 36.3         | 15.7        | 10.7        |
|                             | Wadena          | 22         | 19        | 10        | 20         | 5         | 4         | 21         | 6         | 5         | 21.0         | 10.0        | 6.3         |
|                             |                 | <b>59</b>  | <b>37</b> | <b>20</b> | <b>56</b>  | <b>27</b> | <b>21</b> | <b>61</b>  | <b>16</b> | <b>12</b> | <b>58.7</b>  | <b>26.7</b> | <b>17.7</b> |

## Direct & Guaranteed Borrowers Caseload as of Sept 30, 2008

| Headquarters Office           | County               | Direct '06-'08 Avg. |              |              | Guaranteed '06-'08 Avg. |              |              |
|-------------------------------|----------------------|---------------------|--------------|--------------|-------------------------|--------------|--------------|
|                               |                      | "B"                 | App.         | Lns.         | "B"                     | App.         | Lns.         |
| <b>Aitkin - Aitkin</b>        |                      |                     |              |              |                         |              |              |
| Loan Officers:                | <u>2</u>             |                     |              |              |                         |              |              |
|                               | Aitkin               | 78.00               | 7.33         | 5.33         | 2.67                    | 0.33         | 0.33         |
|                               | Lake                 |                     | 0.00         | 0.00         | 0.00                    | 0.00         | 0.00         |
|                               | Cass                 |                     | 6.33         | 4.00         | 8.33                    | 3.33         | 2.67         |
|                               | St Louis, South      |                     | 7.00         | 5.67         | 1.67                    | 0.00         | 0.00         |
|                               | Cook                 |                     | 0.00         | 0.00         | 0.00                    | 0.00         | 0.00         |
|                               | Carlton              |                     | 10.33        | 6.33         | 2.67                    | 3.00         | 1.67         |
|                               | Itasca               |                     | 3.67         | 2.00         | 4.00                    | 0.00         | 0.00         |
|                               | Crow Wing            |                     | 9.00         | 6.67         | 2.33                    | 0.00         | 0.00         |
|                               | St Louis, North      |                     | 1.67         | 1.00         | 0.00                    | 0.33         | 0.00         |
|                               | <b>Office Total:</b> | <b>78.00</b>        | <b>45.33</b> | <b>31.00</b> | <b>21.67</b>            | <b>7.00</b>  | <b>4.67</b>  |
| <b>Becker - Detroit Lakes</b> |                      |                     |              |              |                         |              |              |
| Loan Officers:                | <u>1</u>             |                     |              |              |                         |              |              |
|                               | Becker               | 87.67               | 53.33        | 29.67        | 18.67                   | 7.00         | 5.00         |
|                               | Mahnomen, Sout       |                     | 10.00        | 7.67         | 10.00                   | 5.33         | 3.67         |
|                               | <b>Office Total:</b> | <b>87.67</b>        | <b>63.33</b> | <b>37.33</b> | <b>28.67</b>            | <b>12.33</b> | <b>8.67</b>  |
| <b>Blue Earth - Mankato</b>   |                      |                     |              |              |                         |              |              |
| Loan Officers:                | <u>2</u>             |                     |              |              |                         |              |              |
|                               | Blue Earth           | 80.67               | 10.00        | 8.00         | 39.33                   | 8.33         | 8.33         |
|                               | Watonwan             |                     | 6.00         | 5.33         | 38.67                   | 12.67        | 10.00        |
|                               | Scott                |                     | 1.67         | 1.67         | 1.67                    | 4.67         | 2.67         |
|                               | Le Sueur             |                     | 3.33         | 2.33         | 8.67                    | 4.67         | 2.67         |
|                               | Nicollet             |                     | 5.67         | 4.67         | 30.33                   | 5.33         | 4.33         |
|                               | <b>Office Total:</b> | <b>80.67</b>        | <b>26.67</b> | <b>22.00</b> | <b>118.67</b>           | <b>35.67</b> | <b>28.00</b> |
| <b>Clay - Moorhead</b>        |                      |                     |              |              |                         |              |              |
| Loan Officers:                | <u>3</u>             |                     |              |              |                         |              |              |
|                               | Clay                 | 80.33               | 27.67        | 25.33        | 27.33                   | 6.00         | 6.00         |
|                               | <b>Office Total:</b> | <b>80.33</b>        | <b>27.67</b> | <b>25.33</b> | <b>27.33</b>            | <b>6.00</b>  | <b>6.00</b>  |
| <b>Clearwater - Bagley</b>    |                      |                     |              |              |                         |              |              |
| Loan Officers:                | <u>1</u>             |                     |              |              |                         |              |              |
|                               | Clearwater           | 102.00              | 20.00        | 16.67        | 10.33                   | 7.67         | 7.67         |
|                               | Beltrami             |                     | 14.33        | 11.67        | 15.33                   | 13.00        | 12.33        |
|                               | Koochiching          |                     | 2.67         | 2.00         | 3.00                    | 0.00         | 0.00         |
|                               | <b>Office Total:</b> | <b>102.00</b>       | <b>37.00</b> | <b>30.33</b> | <b>28.67</b>            | <b>20.67</b> | <b>20.00</b> |
| <b>Douglas - Alexandria</b>   |                      |                     |              |              |                         |              |              |
| Loan Officers:                | <u>2</u>             |                     |              |              |                         |              |              |
|                               | Douglas              | 68.33               | 22.00        | 11.33        | 5.00                    | 2.00         | 2.33         |
|                               | Traverse             |                     | 7.67         | 5.00         | 16.00                   | 3.67         | 3.00         |
|                               | Stevens              |                     | 10.67        | 9.00         | 13.67                   | 2.00         | 0.67         |
|                               | Grant                |                     | 9.33         | 9.00         | 12.67                   | 11.67        | 9.67         |
|                               | Pope                 |                     | 9.00         | 6.67         | 13.33                   | 5.00         | 3.00         |
|                               | <b>Office Total:</b> | <b>68.33</b>        | <b>58.67</b> | <b>41.00</b> | <b>60.67</b>            | <b>24.33</b> | <b>18.67</b> |
| <b>Fillmore - Preston</b>     |                      |                     |              |              |                         |              |              |
| Loan Officers:                | <u>2</u>             |                     |              |              |                         |              |              |
|                               | Fillmore             | 102.00              | 35.00        | 28.00        | 38.67                   | 10.67        | 9.00         |
|                               | Houston              |                     | 3.33         | 3.00         | 7.00                    | 2.67         | 2.33         |
|                               | Mower                |                     | 11.33        | 6.33         | 34.33                   | 6.00         | 5.00         |
|                               | <b>Office Total:</b> | <b>102.00</b>       | <b>49.67</b> | <b>37.33</b> | <b>80.00</b>            | <b>19.33</b> | <b>16.33</b> |

| Headquarters Office          | County          | Direct '06-'08 Avg. |       |       | Guaranteed '06-'08 Avg. |       |       |
|------------------------------|-----------------|---------------------|-------|-------|-------------------------|-------|-------|
|                              |                 | "B"                 | App.  | Lns.  | "B"                     | App.  | Lns.  |
| <b>Freeborn - Albert Lea</b> |                 |                     |       |       |                         |       |       |
| Loan Officers: <u>2</u>      |                 |                     |       |       |                         |       |       |
|                              | Freeborn        | 79.00               | 18.33 | 15.67 | 29.33                   | 6.00  | 6.33  |
|                              | Waseca          |                     | 8.00  | 6.33  | 8.00                    | 1.33  | 1.00  |
|                              | Rice            |                     | 3.67  | 3.33  | 11.00                   | 1.33  | 1.33  |
|                              | Steele          |                     | 12.00 | 11.00 | 15.67                   | 1.67  | 1.67  |
|                              | Office Total:   | 79.00               | 42.00 | 36.33 | 64.00                   | 10.33 | 10.33 |
| <b>Kanabec - Mora</b>        |                 |                     |       |       |                         |       |       |
| Loan Officers: <u>1</u>      |                 |                     |       |       |                         |       |       |
|                              | Kanabec         | 62.67               | 4.67  | 3.33  | 4.67                    | 2.33  | 1.67  |
|                              | Washington      |                     | 0.33  | 0.00  | 0.00                    | 0.67  | 0.67  |
|                              | Anoka           |                     | 1.67  | 1.33  | 0.00                    | 0.00  | 0.00  |
|                              | Pine            |                     | 8.33  | 5.33  | 6.33                    | 2.00  | 1.67  |
|                              | Chisago         |                     | 2.00  | 2.00  | 0.00                    | 0.00  | 0.00  |
|                              | Isanti          |                     | 2.33  | 2.00  | 2.00                    | 0.67  | 0.67  |
|                              | Mille Lacs      |                     | 10.33 | 7.33  | 7.33                    | 0.67  | 0.67  |
|                              | Office Total:   | 62.67               | 29.67 | 21.33 | 20.33                   | 6.33  | 5.33  |
| <b>Kittson - Hallock</b>     |                 |                     |       |       |                         |       |       |
| Loan Officers: <u>2</u>      |                 |                     |       |       |                         |       |       |
|                              | Kittson         | 107.00              | 72.00 | 65.00 | 58.00                   | 42.00 | 29.00 |
|                              | Office Total:   | 107.00              | 72.00 | 65.00 | 58.00                   | 42.00 | 29.00 |
| <b>Lyon - Marshall</b>       |                 |                     |       |       |                         |       |       |
| Loan Officers: <u>2</u>      |                 |                     |       |       |                         |       |       |
|                              | Lyon            | 91.33               | 6.33  | 4.33  | 27.33                   | 11.67 | 7.00  |
|                              | Lincoln         |                     | 11.67 | 9.33  | 11.33                   | 5.33  | 4.00  |
|                              | Yellow Medicine |                     | 9.67  | 7.67  | 37.33                   | 13.33 | 10.00 |
|                              | Office Total:   | 91.33               | 27.67 | 21.33 | 76.00                   | 30.33 | 21.00 |
| <b>Marshall - Warren</b>     |                 |                     |       |       |                         |       |       |
| Loan Officers: <u>1</u>      |                 |                     |       |       |                         |       |       |
|                              | Marshall, West  | 146.00              | 47.67 | 41.33 | 80.00                   | 31.00 | 33.67 |
|                              | Office Total:   | 146.00              | 47.67 | 41.33 | 80.00                   | 31.00 | 33.67 |
| <b>Martin - Fairmont</b>     |                 |                     |       |       |                         |       |       |
| Loan Officers: <u>1</u>      |                 |                     |       |       |                         |       |       |
|                              | Martin          | 91.00               | 17.00 | 15.00 | 27.33                   | 4.00  | 4.67  |
|                              | Faribault       |                     | 21.33 | 15.00 | 50.00                   | 9.67  | 11.00 |
|                              | Office Total:   | 91.00               | 38.33 | 30.00 | 77.33                   | 13.67 | 15.67 |
| <b>McLeod - Glencoe</b>      |                 |                     |       |       |                         |       |       |
| Loan Officers: <u>2</u>      |                 |                     |       |       |                         |       |       |
|                              | McLeod          | 117.00              | 14.00 | 8.33  | 35.33                   | 11.00 | 8.67  |
|                              | Sibley          |                     | 33.00 | 24.67 | 42.67                   | 10.33 | 9.00  |
|                              | Carver          |                     | 8.33  | 5.00  | 16.33                   | 3.33  | 3.00  |
|                              | Office Total:   | 117.00              | 55.33 | 38.00 | 94.33                   | 24.67 | 20.67 |
| <b>Meeker - Litchfield</b>   |                 |                     |       |       |                         |       |       |
| Loan Officers: <u>2</u>      |                 |                     |       |       |                         |       |       |
|                              | Meeker          | 78.33               | 12.67 | 9.33  | 28.67                   | 7.67  | 7.00  |
|                              | Wright          |                     | 9.33  | 7.00  | 9.33                    | 1.67  | 1.33  |
|                              | Hennepin        |                     | 0.67  | 0.67  | 0.00                    | 0.00  | 0.00  |
|                              | Kandiyohi       |                     | 14.00 | 14.33 | 37.00                   | 8.33  | 7.67  |
|                              | Office Total:   | 78.33               | 36.67 | 31.33 | 75.00                   | 17.67 | 16.00 |

| Headquarters Office              | County               | Direct '06-'08 Avg. |               |              | Guaranteed '06-'08 Avg. |              |              |
|----------------------------------|----------------------|---------------------|---------------|--------------|-------------------------|--------------|--------------|
|                                  |                      | "B"                 | App.          | Lns.         | "B"                     | App.         | Lns.         |
| <b>Morrison - Little Falls</b>   |                      |                     |               |              |                         |              |              |
| Loan Officers: <u>2</u>          |                      |                     |               |              |                         |              |              |
|                                  | Morrison             | 111.67              | 47.33         | 24.00        | 15.00                   | 5.33         | 2.33         |
|                                  | Todd                 |                     | 88.33         | 52.67        | 20.00                   | 5.00         | 4.33         |
|                                  | <b>Office Total:</b> | <b>111.67</b>       | <b>135.67</b> | <b>76.67</b> | <b>35.00</b>            | <b>10.33</b> | <b>6.67</b>  |
| <b>Nobles - Worthington</b>      |                      |                     |               |              |                         |              |              |
| Loan Officers: <u>4</u>          |                      |                     |               |              |                         |              |              |
|                                  | Nobles               | 125.33              | 22.00         | 17.67        | 28.67                   | 10.00        | 9.00         |
|                                  | Jackson              |                     | 16.00         | 12.67        | 18.33                   | 7.00         | 4.67         |
|                                  | Cottonwood           |                     | 15.33         | 13.67        | 27.00                   | 5.33         | 3.00         |
|                                  | Pipestone            |                     | 13.67         | 9.67         | 24.67                   | 2.33         | 2.33         |
|                                  | Rock                 |                     | 12.67         | 9.00         | 25.33                   | 5.33         | 3.67         |
|                                  | Murray               |                     | 19.33         | 14.00        | 49.00                   | 6.33         | 5.67         |
|                                  | <b>Office Total:</b> | <b>125.33</b>       | <b>99.00</b>  | <b>76.67</b> | <b>173.00</b>           | <b>36.33</b> | <b>28.33</b> |
| <b>Norman - Ada</b>              |                      |                     |               |              |                         |              |              |
| Loan Officers: <u>1</u>          |                      |                     |               |              |                         |              |              |
|                                  | Norman               | 102.00              | 12.67         | 8.33         | 34.67                   | 18.00        | 16.33        |
|                                  | Mahnomen, Nort       |                     | 5.67          | 5.00         | 10.67                   | 10.00        | 7.33         |
|                                  | <b>Office Total:</b> | <b>102.00</b>       | <b>18.33</b>  | <b>13.33</b> | <b>45.33</b>            | <b>28.00</b> | <b>23.67</b> |
| <b>Olmsted - Rochester</b>       |                      |                     |               |              |                         |              |              |
| Loan Officers: <u>2</u>          |                      |                     |               |              |                         |              |              |
|                                  | Olmsted              | 107.33              | 12.33         | 8.33         | 15.67                   | 5.00         | 5.00         |
|                                  | Dakota               |                     | 2.00          | 0.67         | 7.67                    | 1.00         | 1.33         |
|                                  | Goodhue              |                     | 17.00         | 12.67        | 35.67                   | 10.00        | 8.67         |
|                                  | Ramsey               |                     | 0.00          | 0.00         | 0.00                    | 0.00         | 0.00         |
|                                  | Dodge                |                     | 12.00         | 9.33         | 13.33                   | 4.00         | 4.00         |
|                                  | Winona               |                     | 19.67         | 16.33        | 16.67                   | 9.33         | 8.67         |
|                                  | Wabasha              |                     | 14.67         | 11.33        | 19.33                   | 4.67         | 4.33         |
|                                  | <b>Office Total:</b> | <b>107.33</b>       | <b>77.67</b>  | <b>58.67</b> | <b>108.33</b>           | <b>34.00</b> | <b>32.00</b> |
| <b>Otter Tail, West - Fergus</b> |                      |                     |               |              |                         |              |              |
| Loan Officers: <u>2</u>          |                      |                     |               |              |                         |              |              |
|                                  | Ottertail, West      | 99.00               | 26.67         | 20.67        | 24.33                   | 6.67         | 6.33         |
|                                  | Wilkin               |                     | 17.67         | 14.33        | 27.00                   | 13.00        | 13.33        |
|                                  | <b>Office Total:</b> | <b>99.00</b>        | <b>44.33</b>  | <b>35.00</b> | <b>51.33</b>            | <b>19.67</b> | <b>19.67</b> |
| <b>Pennington - Thief River</b>  |                      |                     |               |              |                         |              |              |
| Loan Officers: <u>1</u>          |                      |                     |               |              |                         |              |              |
|                                  | Pennington           | 100.67              | 21.33         | 18.33        | 13.33                   | 3.33         | 3.33         |
|                                  | Marshall, East       |                     | 11.00         | 9.67         | 10.67                   | 2.67         | 2.67         |
|                                  | <b>Office Total:</b> | <b>100.67</b>       | <b>32.33</b>  | <b>28.00</b> | <b>24.00</b>            | <b>6.00</b>  | <b>6.00</b>  |
| <b>Polk, East - McIntosh</b>     |                      |                     |               |              |                         |              |              |
| Loan Officers: <u>2</u>          |                      |                     |               |              |                         |              |              |
|                                  | Polk, East           | 77.33               | 27.00         | 18.33        | 33.00                   | 17.33        | 15.67        |
|                                  | Red Lake             |                     | 3.00          | 2.00         | 11.67                   | 4.67         | 3.67         |
|                                  | <b>Office Total:</b> | <b>77.33</b>        | <b>30.00</b>  | <b>20.33</b> | <b>44.67</b>            | <b>22.00</b> | <b>19.33</b> |
| <b>Polk, West - Crookston</b>    |                      |                     |               |              |                         |              |              |
| Loan Officers: <u>2</u>          |                      |                     |               |              |                         |              |              |
|                                  | Polk, West           | 95.67               | 31.67         | 24.33        | 96.00                   | 39.33        | 33.33        |
|                                  | <b>Office Total:</b> | <b>95.67</b>        | <b>31.67</b>  | <b>24.33</b> | <b>96.00</b>            | <b>39.33</b> | <b>33.33</b> |

| Headquarters Office           | County               | Direct '06-'08 Avg. |              |              | Guaranteed '06-'08 Avg. |              |              |
|-------------------------------|----------------------|---------------------|--------------|--------------|-------------------------|--------------|--------------|
|                               |                      | "B"                 | App.         | Lns.         | "B"                     | App.         | Lns.         |
| <b>Redwood - Redwood Fall</b> |                      |                     |              |              |                         |              |              |
| Loan Officers: <u>3</u>       |                      |                     |              |              |                         |              |              |
|                               | Redwood              | 108.00              | 11.67        | 10.00        | 55.00                   | 15.33        | 13.67        |
|                               | Brown                |                     | 11.00        | 9.00         | 32.00                   | 5.33         | 5.00         |
|                               | Renville             |                     | 13.00        | 8.33         | 50.00                   | 13.33        | 12.33        |
|                               | <b>Office Total:</b> | <b>108.00</b>       | <b>35.67</b> | <b>27.33</b> | <b>137.00</b>           | <b>34.00</b> | <b>31.00</b> |
| <b>Roseau - Roseau</b>        |                      |                     |              |              |                         |              |              |
| Loan Officers: <u>2</u>       |                      |                     |              |              |                         |              |              |
|                               | Roseau               | 88.00               | 39.33        | 31.67        | 36.67                   | 16.33        | 16.33        |
|                               | Lake of the Woo      |                     | 5.00         | 1.67         | 1.67                    | 0.00         | 0.00         |
|                               | <b>Office Total:</b> | <b>88.00</b>        | <b>44.33</b> | <b>33.33</b> | <b>38.33</b>            | <b>16.33</b> | <b>16.33</b> |
| <b>Stearns - Waite Park</b>   |                      |                     |              |              |                         |              |              |
| Loan Officers: <u>4</u>       |                      |                     |              |              |                         |              |              |
|                               | Stearns              | 133.67              | 54.33        | 40.00        | 42.33                   | 11.33        | 12.00        |
|                               | Benton               |                     | 14.33        | 10.00        | 8.00                    | 2.33         | 1.33         |
|                               | Sherburne            |                     | 1.33         | 1.00         | 1.33                    | 0.33         | 0.33         |
|                               | <b>Office Total:</b> | <b>133.67</b>       | <b>70.00</b> | <b>51.00</b> | <b>51.67</b>            | <b>14.00</b> | <b>13.67</b> |
| <b>Swift - Benson</b>         |                      |                     |              |              |                         |              |              |
| Loan Officers: <u>3</u>       |                      |                     |              |              |                         |              |              |
|                               | Swift                | 161.33              | 12.33        | 9.67         | 32.67                   | 6.67         | 5.33         |
|                               | Chippewa             |                     | 10.33        | 11.33        | 52.00                   | 7.33         | 6.33         |
|                               | Big Stone            |                     | 3.67         | 1.33         | 9.33                    | 3.00         | 2.67         |
|                               | Lac Qui Parle        |                     | 11.33        | 8.00         | 53.67                   | 8.67         | 8.00         |
|                               | <b>Office Total:</b> | <b>161.33</b>       | <b>37.67</b> | <b>30.33</b> | <b>147.67</b>           | <b>25.67</b> | <b>22.33</b> |
| <b>Wadena - Wadena</b>        |                      |                     |              |              |                         |              |              |
| Loan Officers: <u>2</u>       |                      |                     |              |              |                         |              |              |
|                               | Wadena               | 102.67              | 22.33        | 15.00        | 21.00                   | 10.00        | 6.33         |
|                               | Ottertail, East      |                     | 41.67        | 29.33        | 36.33                   | 15.67        | 10.67        |
|                               | Hubbard              |                     | 3.00         | 2.00         | 1.33                    | 1.00         | 0.67         |
|                               | <b>Office Total:</b> | <b>102.67</b>       | <b>67.00</b> | <b>46.33</b> | <b>58.67</b>            | <b>26.67</b> | <b>17.67</b> |

# Weighted Caseload by Borrowers

## FY 06-08 as of Sept 30, 2008

| Office                       | Borrowers | Applications | Loans | Loan Officers |
|------------------------------|-----------|--------------|-------|---------------|
| 1 Swift - Benson             | 235.17    | 50.50        | 41.50 | 3.0           |
| 2 Nobles - Worthington       | 211.83    | 117.17       | 90.83 | 4.0           |
| 3 Marshall - Warren          | 186.00    | 63.17        | 58.17 | 1.0           |
| 4 Redwood - Redwood Fal      | 176.50    | 52.67        | 42.83 | 3.0           |
| 5 McLeod - Glencoe           | 164.17    | 67.67        | 48.33 | 2.0           |
| 6 Olmsted - Rochester        | 161.50    | 94.67        | 74.67 | 2.0           |
| 7 Stearns - Waite Park       | 159.50    | 77.00        | 57.83 | 4.0           |
| 8 Polk, West - Crookston     | 143.67    | 51.33        | 41.00 | 2.0           |
| 9 Fillmore - Preston         | 142.00    | 59.33        | 45.50 | 2.0           |
| 10 Blue Earth - Mankato      | 140.00    | 44.50        | 36.00 | 2.0           |
| 11 Kittson - Hallock         | 136.00    | 93.00        | 79.50 | 2.0           |
| 12 Wadena - Wadena           | 132.00    | 80.33        | 55.17 | 2.0           |
| 13 Martin - Fairmont         | 129.67    | 45.17        | 37.83 | 1.0           |
| 14 Lyon - Marshall           | 129.33    | 42.83        | 31.83 | 2.0           |
| 15 Morrison - Little Falls   | 129.17    | 140.83       | 80.00 | 2.0           |
| 16 Norman - Ada              | 124.67    | 32.33        | 25.17 | 1.0           |
| 17 Otter Tail, West - Fergus | 124.67    | 54.17        | 44.83 | 2.0           |
| 18 Clearwater - Bagley       | 116.33    | 47.33        | 40.33 | 1.0           |
| 19 Meeker - Litchfield       | 115.83    | 45.50        | 39.33 | 2.0           |
| 20 Pennington - Thief River  | 112.67    | 35.33        | 31.00 | 1.0           |
| 21 Freeborn - Albert Lea     | 111.00    | 47.17        | 41.50 | 2.0           |
| 22 Roseau - Roseau           | 107.17    | 52.50        | 41.50 | 2.0           |
| 23 Becker - Detroit Lakes    | 102.00    | 69.50        | 41.67 | 1.0           |
| 24 Polk, East - McIntosh     | 99.67     | 41.00        | 30.00 | 2.0           |
| 25 Douglas - Alexandria      | 98.67     | 70.83        | 50.33 | 2.0           |
| 26 Clay - Moorhead           | 94.00     | 30.67        | 28.33 | 3.0           |
| 27 Aitkin - Aitkin           | 88.83     | 48.83        | 33.33 | 2.0           |
| 28 Kanabec - Mora            | 72.83     | 32.83        | 24.00 | 1.0           |

**Notes:**

1. The weighted number is an average of the numbers for fiscal year 2006-2008. Direct activity is weighted 1 and guaranteed activity is weighted 1/2.
2. The number of loan officers is as shown in the Farm Business Plan which indicates where the loan officers are headquartered. This does not necessarily indicate where the loan officials are doing work due to work sharing. The number of loan officers has not been used as a calculation factor in the weighting or in the sorted listing.

# Weighted Caseload by Applications FY 06-08 as of Sept 30, 2008

| Office                       | Borrowers | Applications | Loans | Loan Officers |
|------------------------------|-----------|--------------|-------|---------------|
| 1 Morrison - Little Falls    | 129.17    | 140.83       | 80.00 | 2.0           |
| 2 Nobles - Worthington       | 211.83    | 117.17       | 90.83 | 4.0           |
| 3 Olmsted - Rochester        | 161.50    | 94.67        | 74.67 | 2.0           |
| 4 Kittson - Hallock          | 136.00    | 93.00        | 79.50 | 2.0           |
| 5 Wadena - Wadena            | 132.00    | 80.33        | 55.17 | 2.0           |
| 6 Stearns - Waite Park       | 159.50    | 77.00        | 57.83 | 4.0           |
| 7 Douglas - Alexandria       | 98.67     | 70.83        | 50.33 | 2.0           |
| 8 Becker - Detroit Lakes     | 102.00    | 69.50        | 41.67 | 1.0           |
| 9 McLeod - Glencoe           | 164.17    | 67.67        | 48.33 | 2.0           |
| 10 Marshall - Warren         | 186.00    | 63.17        | 58.17 | 1.0           |
| 11 Fillmore - Preston        | 142.00    | 59.33        | 45.50 | 2.0           |
| 12 Otter Tail, West - Fergus | 124.67    | 54.17        | 44.83 | 2.0           |
| 13 Redwood - Redwood Fal     | 176.50    | 52.67        | 42.83 | 3.0           |
| 14 Roseau - Roseau           | 107.17    | 52.50        | 41.50 | 2.0           |
| 15 Polk, West - Crookston    | 143.67    | 51.33        | 41.00 | 2.0           |
| 16 Swift - Benson            | 235.17    | 50.50        | 41.50 | 3.0           |
| 17 Aitkin - Aitkin           | 88.83     | 48.83        | 33.33 | 2.0           |
| 18 Clearwater - Bagley       | 116.33    | 47.33        | 40.33 | 1.0           |
| 19 Freeborn - Albert Lea     | 111.00    | 47.17        | 41.50 | 2.0           |
| 20 Meeker - Litchfield       | 115.83    | 45.50        | 39.33 | 2.0           |
| 21 Martin - Fairmont         | 129.67    | 45.17        | 37.83 | 1.0           |
| 22 Blue Earth - Mankato      | 140.00    | 44.50        | 36.00 | 2.0           |
| 23 Lyon - Marshall           | 129.33    | 42.83        | 31.83 | 2.0           |
| 24 Polk, East - McIntosh     | 99.67     | 41.00        | 30.00 | 2.0           |
| 25 Pennington - Thief River  | 112.67    | 35.33        | 31.00 | 1.0           |
| 26 Kanabec - Mora            | 72.83     | 32.83        | 24.00 | 1.0           |
| 27 Norman - Ada              | 124.67    | 32.33        | 25.17 | 1.0           |
| 28 Clay - Moorhead           | 94.00     | 30.67        | 28.33 | 3.0           |

**Notes:**

1. The weighted number is an average of the numbers for fiscal year 2006-2008. Direct activity is weighted 1 and guaranteed activity is weighted 1/2.
2. The number of loan officers is as shown in the Farm Business Plan which indicates where the loan officers are headquartered. This does not necessarily indicate where the loan officials are doing work due to work sharing. The number of loan officers has not been used as a calculation factor in the weighting or in the sorted listing.

# Weighted Caseload by Loans FY 06-08 as of Sept 30, 2008

| Office                       | Borrowers | Applications | Loans | Loan Officers |
|------------------------------|-----------|--------------|-------|---------------|
| 1 Nobles - Worthington       | 211.83    | 117.17       | 90.83 | 4.0           |
| 2 Morrison - Little Falls    | 129.17    | 140.83       | 80.00 | 2.0           |
| 3 Kittson - Hallock          | 136.00    | 93.00        | 79.50 | 2.0           |
| 4 Olmsted - Rochester        | 161.50    | 94.67        | 74.67 | 2.0           |
| 5 Marshall - Warren          | 186.00    | 63.17        | 58.17 | 1.0           |
| 6 Stearns - Waite Park       | 159.50    | 77.00        | 57.83 | 4.0           |
| 7 Wadena - Wadena            | 132.00    | 80.33        | 55.17 | 2.0           |
| 8 Douglas - Alexandria       | 98.67     | 70.83        | 50.33 | 2.0           |
| 9 McLeod - Glencoe           | 164.17    | 67.67        | 48.33 | 2.0           |
| 10 Fillmore - Preston        | 142.00    | 59.33        | 45.50 | 2.0           |
| 11 Otter Tail, West - Fergus | 124.67    | 54.17        | 44.83 | 2.0           |
| 12 Redwood - Redwood Fal     | 176.50    | 52.67        | 42.83 | 3.0           |
| 13 Becker - Detroit Lakes    | 102.00    | 69.50        | 41.67 | 1.0           |
| 14 Roseau - Roseau           | 107.17    | 52.50        | 41.50 | 2.0           |
| 15 Freeborn - Albert Lea     | 111.00    | 47.17        | 41.50 | 2.0           |
| 16 Swift - Benson            | 235.17    | 50.50        | 41.50 | 3.0           |
| 17 Polk, West - Crookston    | 143.67    | 51.33        | 41.00 | 2.0           |
| 18 Clearwater - Bagley       | 116.33    | 47.33        | 40.33 | 1.0           |
| 19 Meeker - Litchfield       | 115.83    | 45.50        | 39.33 | 2.0           |
| 20 Martin - Fairmont         | 129.67    | 45.17        | 37.83 | 1.0           |
| 21 Blue Earth - Mankato      | 140.00    | 44.50        | 36.00 | 2.0           |
| 22 Aitkin - Aitkin           | 88.83     | 48.83        | 33.33 | 2.0           |
| 23 Lyon - Marshall           | 129.33    | 42.83        | 31.83 | 2.0           |
| 24 Pennington - Thief River  | 112.67    | 35.33        | 31.00 | 1.0           |
| 25 Polk, East - McIntosh     | 99.67     | 41.00        | 30.00 | 2.0           |
| 26 Clay - Moorhead           | 94.00     | 30.67        | 28.33 | 3.0           |
| 27 Norman - Ada              | 124.67    | 32.33        | 25.17 | 1.0           |
| 28 Kanabec - Mora            | 72.83     | 32.83        | 24.00 | 1.0           |

**Notes:**

1. The weighted number is an average of the numbers for fiscal year 2006-2008. Direct activity is weighted 1 and guaranteed activity is weighted 1/2.
2. The number of loan officers is as shown in the Farm Business Plan which indicates where the loan officers are headquartered. This does not necessarily indicate where the loan officials are doing work due to work sharing. The number of loan officers has not been used as a calculation factor in the weighting or in the sorted listing.